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FM AMEMBASSY KUALA LUMPUR  
TO RUEHC/SECSTATE WASHDC PRIORITY 3694  
INFO RUCPDOC/DEPT OF COMMERCE WASHINGTON DC PRIORITY  
RUEKJCS/SECDEF WASHDC PRIORITY  
RHMFIUU/FBI WASHINGTON DC PRIORITY  
RUEAIIA/CIA WASHDC PRIORITY  
RHMFIUU/HQ BICE WASHINGTON DC PRIORITY

UNCLAS KUALA LUMPUR 000033

SIPDIS

PM/DTTC - BLUE LANTERN COORDINATOR

E.O. 12958: N/A  
TAGS: ETTC KOMC MY  
SUBJECT: BLUE LANTERN RESPONSE ON PRE-SHIPMENT END  
USE-CHECK OF LICENSE 050202451

REF: SECSTATE 123038

¶1. Pursuant to reftel request, Econoff in mid-January spoke with a representative of Qiblatin Synergy Sdn Bhd, Ms. PREMA Latha, the company's Manager for Procurement for the Royal Malaysian Air Force (RMAF). Prema was especially helpful in detailing Qiblatin's now-canceled attempt to procure 10 radar altimeter indicators (P/N JG1209AC01NVG) from S.O.I. Aviation in Calabasas, California. Prema said that S.O.I. in early January did not accept Qiblatin's proposed letter-of-credit (LOC), which is forcing Qiblatin to look for another American supplier for the radar altimeter indicators. Therefore, the proposed sale in reftel has been canceled.

¶2. Econoff asked for background information on Qiblatin. Prema replied that the company was formed in 1995, and in 2008 received a three-year procurement contract with RMAF. The company has approximately 10 employees, and the individual listed in reftel as Qiblatin's Managing Director and CEO is indeed Lieutenant Commander (Red) SYED RUSLI Bin Syed Ibrahim. Prema remarked that she and the company would welcome follow-on contact, if ever required. She said that Qiblatin understands the restrictions against the unauthorized re-export or re-transfer of U.S. origin defense articles, and has a regular business relationship with the RMAF.

¶3. For the record, the phone numbers listed in reftel for Qiblatin were incorrect. The correct telephone numbers are 603-4251-1884/3882/3887.

KEITH